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<u>Name</u>	<u>Company</u>	<u>Location</u>
Mr. Trevor J. Ables	Donegal Insurance Group	Glen Allen, VA
Mr. Charles Ackerman	Erie Insurance Group	Salem, VA
Mrs. Raelyn Acosta	G.F.H. Insurance Agency, Inc.	Richmond, VA
Mr. John Ansonia	Applied Underwriters	San Francisco, CA
Ms. Darcy Antonson	Victor Insurance Managers, Inc.	Bethesda, MD
Mr. Shane Badon	Erie Insurance	Midlothian, VA
Mrs. Lesley Ballard-Beaty	Ballard Insurance Agency, Inc.	Cedar Bluff, VA
Mr. Raymond L. Bane, CPCU, ARM, ,	Iroquois Mid-Atlantic Group	New Kent, VA
Mr. Scott Banks	Jackson Sumner & Associates	Boone, NC
Ms. Stephanie Barrows	Narragansett Bay Insurance	Johnston, RI
Mr. Ryan Beaty	Ballard Insurance Agency, Inc.	Cedar Bluff, VA
Mr. Mike Becker	PIA National	Alexandria, VA
Mr. Christopher S. Berrier, CIC	Liberty Mutual Mid-Atlantic	Glen Allen, VA
Mr. Alex Beyer	Pennsylvania Lumbermens Mutual Ins. Co.	Philadelphia, PA
Mr. Mitchell Blaser	Risk Placement Services, Inc.	Lexington, KY
Mr. Brian W. Blinn	West Bend Mutual Insurance Co.	West Bend, WI
Mr. Donald J. Bogdanski	Frank Winston Crum Insurance	Clearwater, FL
Mr. Stephen Bowser	RT Specialty - Richmond	Richmond, VA
Ms. Connie R. Boyd, CPIA,ACSR,AL	Berkley Mid-Atlantic Group	Glen Allen, VA
Mr. Mark Brandon	Networking Technologies + Support	Midlothian, VA
Mr. Daniel Brannock, CIC CPA	Brown & Brown Insurance Agency of VA, Inc.	Virginia Beach, VA
Mrs. Teresa S. Brannock, CPA	AFCO Insurance Premium Finance	Florence, SC
Mr. Mathew Brauer	HawkSoft, Inc.	Canby, OR
Mr. Bruce Brizzi	Goodville Mutual Casualty Co.	New Holland, PA
Mrs. Lindsay H. Brookshire, CIC, CRI	Liberty Mutual/Safeco	Mechanicsville, VA
Mr. Daniel Brown	Smart Choice	Disputanta, VA
Mr. Jeffrey N. Brown, CIC	Brown's Insurance Agency, Inc.	Manassas, VA
Ms. Patricia Brown	Gaines & Critzer, Ltd.	Richmond, VA
Mr. John H. Broyles	Standard Premium Finance Mgmt. Corp.	Miami, FL
Mrs. Debra Buettner	Risk Placement Services, Inc.	Lexington, KY
Jennifer Burke	Advantage II Inc.	Woodbridge, VA
Mrs. Angela Burr	Grange Insurance	Columbus, OH
Mrs. Carol B Butterworth		Richmond, VA
Mr. Christopher Butterworth, CIC,CPC	Lititz Mutual Ins. Co.	Richmond, VA
Mr. Ron Buzzetta	Applied Systems, Inc.	University Park, IL
Mr. Keith Callister	Leavitt Group	Cedar City, UT
Mrs. Diandra R.H. Carpenter, CIC,CIS	Core Assurance Partners, Inc.	VA Beach, VA
Mr. Randall H. Carpenter, AIAF,PFMM	Grayson-Carroll-Wythe Mutual Insurance	Galax, VA
Mr. Gary Cason, Jr.	SageSure Insurance Managers	Norfolk, VA
Mr. Graydon Chambers	GAINSCO Auto Insurance	Dallas, TX
Ms. Sheryl Chasse, CPIA	PIA of VA & DC, Inc.	Glen Allen, VA
Ms. Chelsea Christian	Floyd Mays Insurance Agency, Inc.	Sandston, VA
Mr. Seth Clark	Openly Inc.	Boston, MA



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<u>Name</u>	<u>Company</u>	<u>Location</u>
Lori Colonna		Virginia Beach, VA
Mr. James R. Comer, CLCS	RBI Services, LLC	Ashland, VA
Mr. David J. Comey	Southeastern Insurance Services, Inc.	Chesapeake, VA
Mr. David L. Comey, CIC	Southeastern Insurance Services, Inc.	Chesapeake, VA
Mrs. Sandy Comey		Chesapeake, VA
Mrs. Michele A. Crawford, AIC,API,A	Auto-Owners Insurance Co.	Forest, VA
Ms. Erin Crump	Northern Neck Insurance Company	Irvington, VA
Mrs. Anne Marie Curti		Bloomfield Hills, MI
Mr. Anthony Curti, CIC, LIC	Acrisure, LLC	Bloomfield Hills, MI
Mr. Christopher Daniel, CPIA	MMG Insurance	Altavista, VA
Mr. Noland Deas	Donegal Insurance Group	Glen Allen, VA
Mrs. Susan M. Dennis	Northern Neck Insurance Company	Irvington, VA
Mr. William J. Desko, Jr., CIC	Penn National Insurance	Midlothian, VA
Mr. Corey Doe	SERVPRO of Virginia Beach	Virginia Beach, VA
Mr. Brian Dombrowski, CIC,CPIA,CP	Erie Insurance	Harrisonburg, VA
Katrina Domes	Utica First Insurance Company	Oriskany, NY
Mr. Nick Doss, AAI,AINS	MMG Insurance	Presque Isle, ME
Mr. Chris Elms	Pie Insurance	Mars, PA
Mr. Brandon Emmert	ICW Group	Wayne, PA
Mr. Thomas W. Ennis, CIC	Liberty Mutual Mid-Atlantic	Herndon, VA
Ms. Natalie Epstein	Johnson & Johnson	Charleston, SC
Mrs. Heather M Etheridge, CISR	Marks-Tiller Insurance Agency, Inc.	Roanoke, VA
Michelle Etheridge	Ballyhoo Digital	Mechanicsville, VA
Ms. Lisa Farnham, ACSR	PIA Insurance Services	Glen Allen, VA
Mr. James Ferguson	Goodville Mutual Casualty Co.	Roanoke, VA
Ms. Melissa W. Ferguson, CPIA	Brown & Brown Insurance Agency of VA, Inc.	Virginia Beach, VA
Mr. Michael L. Fink, CPIA,CIC	Iroquois Mid-Atlantic Group	Broadway, VA
Mr. Mike Fitzpatrick	Atlantic Charter Insurance Group Inc.	Virginia Beach, VA
Mr. Paul S. Fleming, II, CIC	Bankers Insurance, LLC	Glen Allen, VA
Mr. Garry Floyd	RT Specialty	Richmond, VA
Ms. Kimberly W. Foltz, CISR	Northern Neck Insurance Company	Irvington, VA
Mrs. Judith R. Fox, CIC	Iroquois Mid-Atlantic Group	Mechanicsville, VA
Mr. Steven Franklin	Berkshire Hathaway GUARD Ins. Cos.	Wilkes-Barre, PA
Mr. Zac Franz	ePayPolicy	Austin, TX
Mr. Joel K. Frazier, AAI,CIC	Weaver Insurance & Financial Advisors	Waynesboro, VA
Mr. Don Gantt	BIIA Insurance	Norfolk, VA
Mr. Donald C. Gantt	Gantt Insurance Agency	Farmville, VA
Mr. John Gantt	Gantt Insurance Agency	Farmville, VA
Ms. Sherry B. Garcia, ACSR	Choice Insurance Agency	Virginia Beach, VA
Mr. Thomas M. Garcia, CIC, CPCU, C	MMG Insurance	Presque Isle, ME
Ms. Hallie Gibson	Assura, Inc.	Richmond, VA
Mrs. Carol Gill	Smart Choice	Disputanta, VA
Mr. Roger L. Gill	Smart Choice	Disputanta, VA



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<u>Name</u>	<u>Company</u>	<u>Location</u>
Mrs. Brenda P. Gladding, CISR, CPIA	Riverland Insurers	Tappahannock, VA
Mr. M. Walker Gladding	Riverland Insurers	Tappahannock, VA
Mr. Roy M. Gladding	Riverland Insurers	Tappahannock, VA
Mr. Robert N. Grandy, III	Members Assurance P&C	Portsmouth, VA
Ms. Christina Gray	Members Assurance P&C	Portsmouth, VA
Ms. Angela Guthrie-Ponton	Guthrie Insurance Agency, inc.	New Castle, VA
Mr. Chad Guyer	ABA Insurance Services, Inc.	Shaker Heights, OH
Ms. Amanda Hackney	Hackney Insurance Agency	Virginia Beach, VA
Ms. Nancy W. Hackney, CBIA	Hackney Insurance Agency	Virginia Beach, VA
Mr. Wes Hackney		Virginia Beach, VA
Mrs. Judy Hall	Tom Hall Insurance Agency, LLC	Charlotte Court House, VA
Mr. Thomas E. Hall, Jr., LUTCF	Tom Hall Insurance Agency, LLC	Charlotte Court House, VA
Ms. Tammy Hallstein	Gaines & Critzer, Ltd.	Richmond, VA
Mrs. Dana Hamm	The Hanover Insurance Group	Richmond, VA
Mrs. Lisa C. Harmon, CIC,CPIA	PIA Insurance Services	Glen Allen, VA
Ms. Kristin Harrelson	MMG Insurance	Presque Isle, ME
Amy Harris, CICS,CFMP	Hammond Insurance	Staunton, VA
Mr. William Harrow	RT Specialty	Richmond, VA
Melissa Sawyer Hayes, CISR	Brown & Brown Insurance Agency of VA, Inc.	Virginia Beach, VA
Mr. Gerald F. Hemphill, CIC,LUTCF	G.F.H. Insurance Agency, Inc.	Richmond, VA
Mrs. Lori B. Hemphill	G.F.H. Insurance Agency, Inc.	Richmond, VA
Scott Hicks	Ballyhoo Digital	Mechanicsville, VA
Mr. Jeremy J. Hipes, CIC	Haulers Insurance Company	Greenville, VA
Mrs. Melissa Hipes	Haulers Insurance Company	Greenville, VA
Ms. Mary Holland	National General, an Allstate company	Winston Salem, NC
Mrs. Susan Holland	Commonwealth Insurance Center	Smithfield, VA
Mr. Stephen M. Holley, CIC	Holley Insurance Agency	Rocky Mount, VA
Mr. Benjamin T. Hoover, CPCU,ARM	ShoreOne Insurance	Bluffton, SC
Mr. Ted A. Hoover, CIC	Leavitt Group	White Marsh, VA
Mr. Eric Horrocks, CPIA,LUTCF	The Hanover Insurance Group	Richmond, VA
Ms. Jennifer Howe	SERVPRO of Virginia Beach	Virginia Beach, VA
Mr. Ron Hulmes	Berkshire Hathaway Homestate Co.	Horsham, PA
Mr. Francis E. Imobisa	Francis E. Imobisa Insurance Agency, Inc.	Richmond, VA
Mr. Irabor Imobisa	Francis E. Imobisa Insurance Agency, Inc.	Richmond, VA
Mrs. Tiffany J. Jennings, CISR	Normandy Insurance Services	Boca Raton, FL
Mr. Jake Jensen	Leavitt Group	White Marsh, VA
Mr. Jeremy Johnson	Networking Technologies + Support	Midlothian, VA
Mr. John Joseph	Progressive	Richmond, VA
Mr. Samuel Kaiser	SageSure Insurance Managers	Jersey City, NJ
Mr. Matthew Kaminski, CPCU	SynchronoSure	Raleigh, NC
Miss Anna Keener		Centreville, VA
Mr. Benjamin Keener		Centreville, VA
Mr. Charles Keener, CIC	Keener Insurance Agency, Inc.	Centreville, VA



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<u>Name</u>	<u>Company</u>	<u>Location</u>
Miss Heidi Keener		Centreville, VA
Mr. Jacob Keener		Centreville, VA
Mrs. Renate Keener		Centreville, VA
Mr. Zachary Keener		Centreville, VA
Mr. Jason Kilgo, CPIA	Kilgo Insurance, LLC	Richmond, VA
Mrs. Sandra J. Kimerle, CIC,AAI,CPI	Towne Insurance Agency, LLC	Virginia Beach, VA
Mr. David A. Kistler, CIC, CRM, RIM	Rockingham Insurance	Harrisonburg, VA
Mr. Jeff Kite	Kite Technology Group	Owings Mills, MD
Mr. Robert Klinger	Klinger Insurance Group	Germantown, MD
Ms. Amy K. Kolbl, CPCU, CIC, API	Keystone Insurers Group	Northumberland, PA
Danielle Kollman	RBI Services, LLC	Ashland, VA
Mrs. Sarah Koob	Jencap Insurance Services Inc.	Charlotte, NC
Ms. Sarah Koolhof	Commonwealth Underwriters, Ltd.	Richmond, VA
Mr. Kevin P. Kowar, CIC, AU	PIA Insurance Services	Glen Allen, VA
Mr. Jamie Kresinske, CBIA	GHT Insurance Services	Mechanicsville, VA
Mrs. Rachel Kuchta	Floyd Mays Insurance Agency, Inc.	Sandston, VA
Mr. Ben Kusterer, AU ASLI	New England Excess Exchange	Barre, VT
Mr. Bruce A. Laderberg, LUTCF	Bruce Laderberg Insurance Agency	Norfolk, VA
Mr. Reggie LaFuria	Jackson Sumner & Associates	Boone, NC
Mr. David Lamparella, CPCU	Liberty Mutual Mid-Atlantic	Ellicott City, MD
Mr. Alan G. Lapierre, CIC	Donegal Insurance Group	Glen Allen, VA
Ms. Shelby T. LaPrad	Hackney Insurance Agency	Virginia Beach, VA
Kathy Laubach	Special Olympics Virginia - Athlete	Virginia Beach, VA
Mr. John G. Lee, CIC,CPIA,LUTCF	Bankers Insurance, LLC	Fredericksburg, VA
Mr. Chris Leitch	The Springer Agency	Midlothian, VA
Mrs. Eleni K. Leppo	Kite Technology Group	Owings Mills, MD
Mrs. Laura Lieberman, CIC,PIAM,CP	Normandy Insurance Company	Boca Raton, FL
Ms. Sabrina Madison	Tucker-Franklin Insurance Group, Inc.	Mechanicsville, VA
Mr. Peter C. Maercklein, CIC,LUTCF	Erie Insurance	Centreville, VA
Ms. Cheryl A. Maginley, CPCU, ANFI	Hartford Flood	Hartford, CT
Ms. Jennifer Mann	G.F.H. Insurance Agency, Inc.	Richmond, VA
Mr. John Marko	Networking Technologies + Support	Midlothian, VA
Mrs. Carla J. Marks, CIC, CISR	Marks-Tiller Insurance Agency, Inc.	Roanoke, VA
Mr. Robert Mattucci	Standard Premium Finance Mgmt. Corp.	Miami, FL
Mrs. Mary M. McArdle-Kowar, CIC	McArdle & Associates	Ashland, VA
Ms. Rachel McCann	Aspera Insurance Services, Inc.	Richmond, VA
Mr. Jeffrey R. McDonough	Guide One Insurance	West Des Moines, IA
Ms. Angela Meyer	SERVPRO of Virginia Beach	Virginia Beach, VA
Mr. Jacob Montague	Safeco Insurance	Richmond, VA
Mr. Richard L. Moore, LUTCF	Moore Insurance Agency of VA, Inc.	Danville, VA
Mr. Rob Morell	Capital Premium Financing	Landenberg, PA
Ms. Katie Mullen	Johnson & Johnson	Charleston, SC
Mr. Dwayne T. Murphey, CIC	West Bend Mutual Insurance Co.	West Bend, WI



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Lundee Nance	Tapco Underwriters, Inc.	Burlington, NC
Mr. Lee Nixon, CIC	Penn National Insurance	Quinton, VA
Ms. Chrystal Norton, AFIS,API,AIS,A	State Auto Insurance	Theodore, AL
Mr. Matthew Nunn	ePayPolicy	Austin, TX
Mr. David Nycz, CIC, CPCU	West Bend Mutual Insurance Co.	West Bend, WI
Mr. Mark D. Ogorchock	CFIG, LLC	Midlothian, VA
Mrs. Jenny Oh	Corner Stone Financial	Annandale, VA
Mr. Joshua Oh	Corner Stone Financial	Annandale, VA
Mr. Robert Owen, CPCU,AAI,ARM	National General, an Allstate company	Winston Salem, NC
Ms. Ashley R. Painter	CFIG, LLC	Midlothian, VA
Ms. Grace Park	Corner Stone Financial	Annandale, VA
Mr. James R. Parker	MMG Insurance	Richmond, VA
Ms. Sheryl Parker		Richmond, VA
Mr. Michael Paschal	G.F.H. Insurance Agency, Inc.	Richmond, VA
Mr. William C. Pendleton, Jr., CIC	CFIG, LLC	Midlothian, VA
Mr. John C. Potthast, Sr., CPCU	Foundation Insurance Group	Falls Church, VA
Mrs. Kay Powers	Assura, Inc.	Richmond, VA
Mr. Shane Powers	Imperial PFS	Dayton, VA
Ms. Paula Quidgeon	Steve Love Insurance Agency, Inc.	Virginia Beach, VA
Mr. James Ramsey	Mercury Insurance	Virginia Beach, VA
Mr. Kevin R. Reed, LUTCF	Universal North America	Sarasota, FL
Mr. Timothy Reichardt	Narragansett Bay Insurance	Johnston, RI
Mr. Robert Rittenhouse	Markel Corporation	Glen Allen, VA
Mr. Samuel S. Ross	Northern Neck Insurance Company	Irvington, VA
Mr. Joe Ruane	Berkshire Hathaway Homestate Companies	Horsham, PA
Ms. Elizabeth Sanford, CIC	Berkshire Hathaway GUARD Ins. Cos.	Wilkes-Barre, PA
Mr. Justin Sepcsik	AFCO Credit Corporation	Red Bank, NJ
Mr. A. Wilson Shepherd, Jr., CIC	Grange Insurance	Columbus, OH
Brandon Smith	Glidewell	Missoula, MO
Mr. Brian E. Smith, CLU, ChFC	Narragansett Bay Insurance	Johnston, RI
Ms. Cindy Smith	ICW Group	Wayne, PA
Mr. Matthew Smith	Rocket Referrals	Des Moines, IA
Mr. Joshua T. Sojda, CIC, AFIS	Weller & Associates, LLC	Glen Allen, VA
Mr. Kenneth R. Sommer	Utica First Insurance Company	Oriskany, NY
Mr. Joseph F. Sorrell, CIC	Augusta Mutual Insurance Co.	Staunton, VA
Mrs. Tracie L. Spencer, CIC	RBI Services, LLC	Ashland, VA
Ms. Latonya Spivey-Boyd	Francis E. Imobisa Insurance Agency, Inc.	Richmond, VA
Mr. Nicholas A. Springer	The Springer Agency	Midlothian, VA
Mrs. Shannon S. Springer, AMP, CAW	The Springer Agency	Midlothian, VA
Mr. Mitchell Stafford	Markel Corporation	Glen Allen, VA
Mr. Stephen R. Stahl, CIC, CPCU, CL	Agency Insurance Company	N. Chesterfield, VA
Ms. Julia Stathis	Advantage II, Inc.	Woodbridge, VA
Ms. Cynthia Sullivan	SynchroneSure	Raleigh, NC



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<u>Name</u>	<u>Company</u>	<u>Location</u>
Mr. Reid Sutton	Bloss & Dillard, Inc.	Mechanicsville, VA
Mr. Christopher R. Swain	Progressive	Virginia Beach, VA
Mr. Tayler Tepper	BIIA Insurance	Norfolk, VA
Ms. Sherry Thompson	Insurance Program Managers Group	St. Charles, IL
Mr. Tracy Thompson	Utica National Insurance Group	New Hartford, NY
Mr. Glen Tiziani	Narragansett Bay Insurance	Johnston, RI
Mr. David Trowbridge	Towne Insurance Agency, LLC	Norfolk, VA
Mr. S. Cole Tucker, Jr., CIC,CRM,LU	Tucker-Franklin Insurance Group, Inc.	Mechanicsville, VA
Nancy Turnage, CPIA	PIA VA/DC	Glen Allen, VA
Mrs. Kathleen Turner	Guide One Insurance	West Des Moines, IA
Mrs. Debra W. Vigotsky, CIC,CISR,CI	The Hanover Insurance Group	Reston, VA
Billy Wagner	Brightway Insurance	Ponte Vedra Beach, FL
Mrs. Linda T. Walker, CIC	Commonwealth Insurance Center	Williamsburg, VA
Ms. Margaret Walsh	Narragansett Bay Insurance	Johnston, RI
Mr. Christopher Ward	Guide One Insurance	West Des Moines, IA
Mr. Kent Watson, CPCU, ARe	Palomar	La Jolla, CA
Mr. Robert T. Weller	Weller & Associates, LLC	Glen Allen, VA
Mr. Scott A. White	Bureau of Insurance	Richmond, VA
Mr. M. Gerard Wickstrand, AAI	M. Gary Wickstrand Insurance Agency, Inc.	Virginia Beach, VA
Mr. Jason Wilder	National General, an Allstate company	Winston Salem, NC
Mr. Clay Wiley, Jr.	Donegal Insurance Group	Moseley, VA
Mrs. Megan Williams	Members Assurance P&C	Portsmouth, VA
Mr. Marc Wilson		Roanoke, VA
Mrs. Mary Brogan Wilson, CIC, CISR	Brogan Insurance Agency, Inc.	Roanoke, VA
Ms. Danica A. Wood, CISR	Choice Insurance Agency	Virginia Beach, VA
Mr. Matt Woodward	Agency Insurance Company	Fairfax, VA
Mr. John Worley	Berkshire Hathaway Homestate Companies	Cumberland, VA
Mr. Leon Wright	Openly Inc.	Boston, MA
Mr. Chris Yandow	Capital Premium Financing	Hampstead, NC
Mr Steven Yavorsky	Aspera Insurance Services, Inc	Richmond, VA
Ms. Jasmine Zarou	Victor Insurance Managers, Inc.	Bethesda, MD
Mr. Roy Zeidman	Special Olympics Virginia	Richmond, VA

Total Participants 247